

Interoperability *by design.*

Connecting people, data, and diverse systems.



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Interoperability

Connecting people, data, and diverse systems

Two Basic Principles:

- Customers control their data
- Vendors build bridges to enable systems and business processes to exchange data and facilitate the sharing of information and knowledge.

Data & Diverse
Systems

Data

Applications

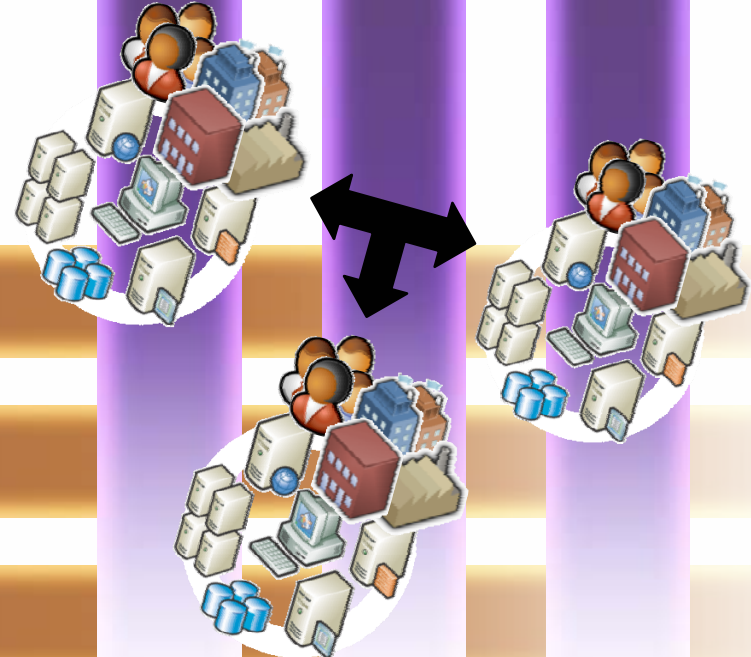
Infrastructure

People

Org. Structure

Policy & Procedure

Law

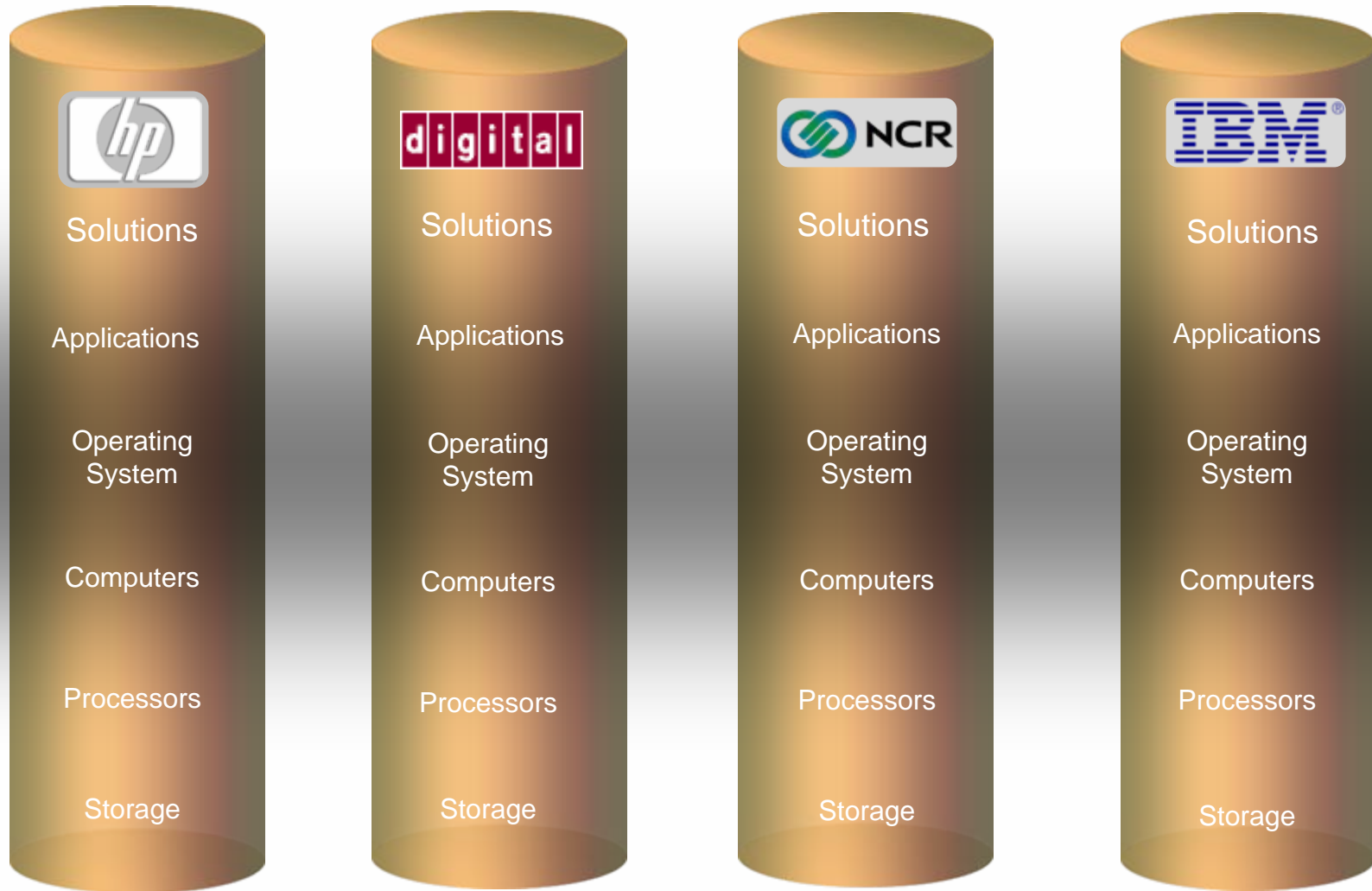


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Interoperability Circa. 1980

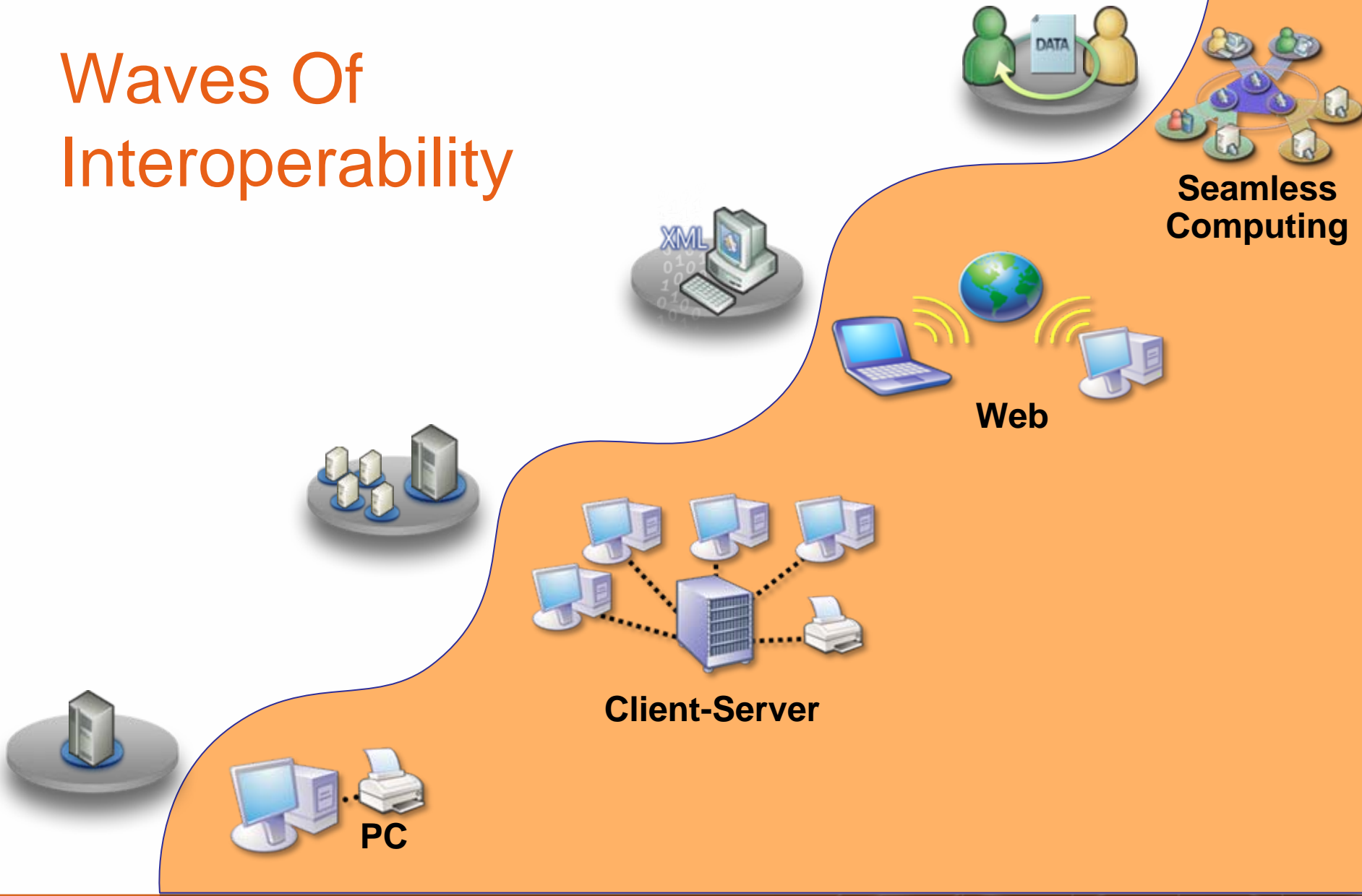
Vertical Solutions – Limited Interoperability



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Waves Of Interoperability



Interoperability Today

Interoperability Is a Market Reality Today
Multi-Vendor, Horizontal Solutions

Client Applications

Open Office, Star Office, Microsoft Office
Adobe Creative Suite, Picture IT, AOL,
Symantec Norton, McAfee, Intuit
Turbo Tax, Mozilla, Netscape Opera,

Server Applications

ERP, CRM, Messaging, Management,
Web Serving, Host Integration,...

Databases

IBM, MS, Oracle



ORACLE[®] 10^g
DATABASE

Microsoft[®]
SQL Server 2000

Operating Systems & Middleware

Apple, HP, IBM, MS, Sun



ORACLE[®] 10^g
DATABASE



Systems Vendors

HP, EDS, Fujitsu, IBM, ICL, SNI



Networking Vendors

Cisco, Lucent, Nortel, 3COM, Redback



Processors

X86-32, X86-64, Sparc, PPC, IA64



Storage

EMC, Dell, Network Appliance, HP



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Interop Balance

- Customer need
- Feature trade-offs
- Product maturity
- Technology quality
- Hardware vs. software
- Business models
- Market maturity
- Industry competition



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Interoperability by Design

Products

Community

Access

Standards

Products

Microsoft Office xp Professional, Microsoft Digital Image 2006 Standard Edition, Microsoft Office InfoPath 2007, Windows CE 5.0, XBOX 360, Microsoft Money 2006 Deluxe, Microsoft Internet Explorer 7, Windows xp, Microsoft BizTalk Server 2006, Microsoft SQL Server 2000, Windows Server 2003

Community

IP Portfolio Licensing, SIEMENS, ClearType, TOSHIBA, NOKIA Connecting People, MCPP, SAP, Open Specification Promise, Active Synch

Access

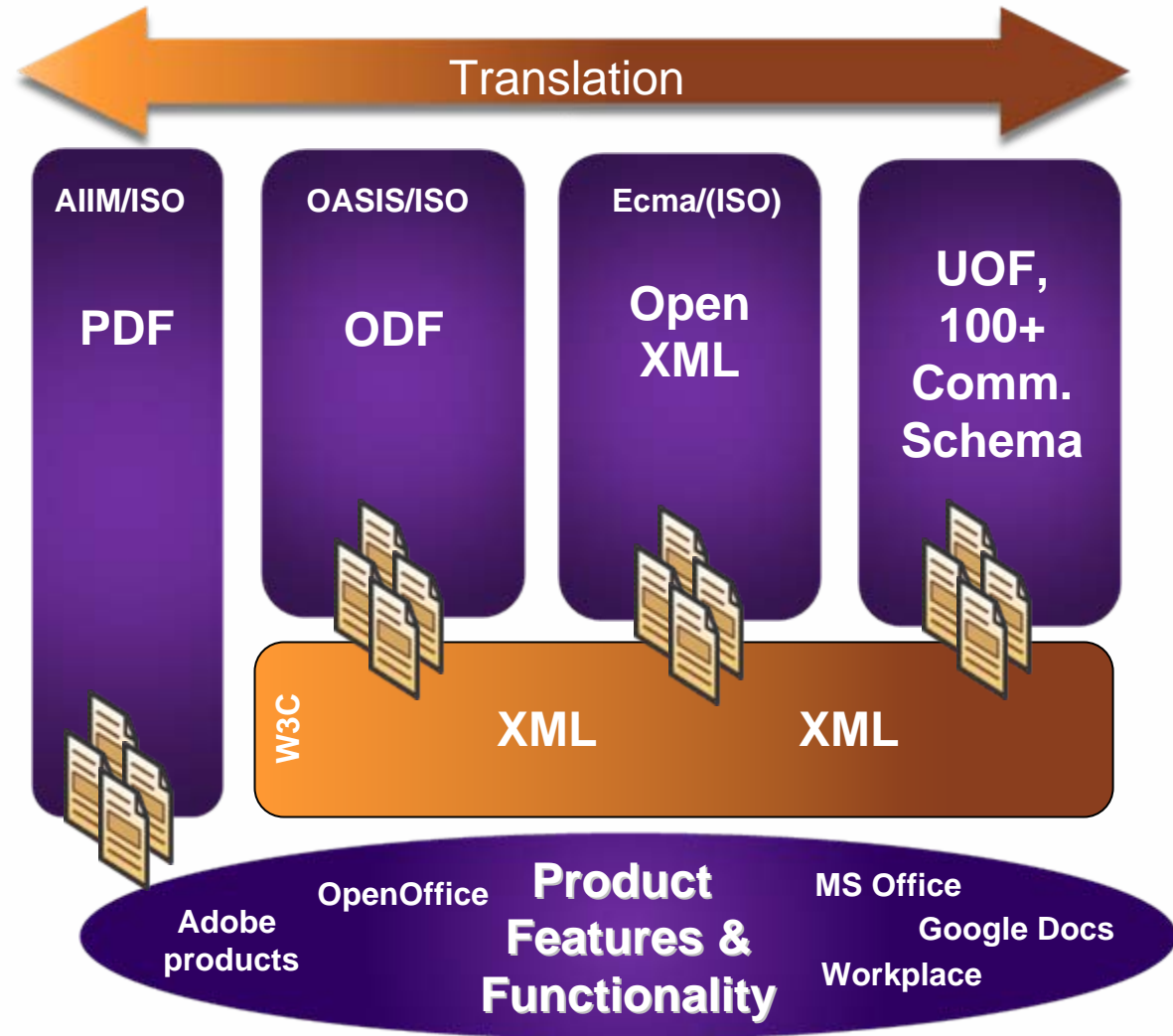
Customers: Germany, Sum, JBoss, SUGARCRM. COMMERCIAL OPEN SOURCE, Microsoft GOLD CERTIFIED Partner, N., Competitors: Canada, Partners: Xen Source

Standards

IEEE, ISO, JTC 1, IEC, Java, WS-I, W3C, ETSI, OASIS, IETF, Adobe, CIM XML SNMP SOAP WBEM, BPEL4WS WSDL WAP EAP, Kerberos Unicode 3.0 IMAP4, 802.1x SOCKS POP3, LDAP HTTP FTP DNS, JPEG DHCP SSL, TCP/IP PEAP DHC WS-I PKI SMB, USB NNT UDDI SIP, LDAP v3 L2TP IPSEC, VPN Appletalk

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Document Formats

- Customers want control of their data
- Backwards compatibility
- Product features
- Performance
- Archival
- Interoperability / translation
- Industry competition

ASCII, HTML, RTF, Binary formats, Images...

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Microsoft's increased commitment to Interoperability **by design**

May '01 Dec. '03 —————> June '06 —————> March '07 —————>

Shared Source	IP Portfolio "Open For Business"	IECC Announced	Document Interop: Open XML Translator	IECC Meeting 1	Novell Collaboration	Fuji-Xerox Collaboration	IECC Meeting 2
	Software Indemnification	Xen Source Visualization Collaboration	Open Specification Promise 38 Web Services Specs	Sender ID OSP	Samsung Collaboration		
	Sun Collaboration	Unisys Collaboration	Yahoo/MSN Instant Messenger	Virtual Hard Disk OSP	Interop Vendor Alliance		
	Bill Gates "By Design" Exec Email	Windows Principles	EMC/MS Enterprise Content Management	Zend Collaboration	Open XML Translator On OpenOffice		

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Market Drivers

Innovative Solutions Must Meet Or Exceed
Market Needs

Commercial Drivers

Business models must encompass the full
spectrum of solutions

Social Drivers

Societal concerns, opportunity for
innovation, the value of competition

Balance of Openness

Software Producers Balance “Open”
And “Closed” To Suit Their Businesses

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www.microsoft.com/interop